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FM AMEMBASSY ASHGABAT
TO RUEHC/SECSTATE WASHDC 0108
INFO RUCNCIS/CIS COLLECTIVE

UNCLAS ASHGABAT 000097

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STATE FOR EEB/CBA - Dennis Winstead

E.O. 12958: N/A

TAGS: [ECON](#) [EINV](#) [ETRD](#) [BEXP](#) [TX](#)

SUBJECT: 2008 TURKMENISTAN BFIF PROPOSAL

¶1. Brief justification -- U.S. Embassy Ashgabat would like to hold meetings with U.S. companies at the 2008 Gas and Oil Show in Atyrau, Kazakhstan, April 9-11, 2008. Many U.S. firms are showing interest in opening up offices in Turkmenistan, and attending the Atyrau Gas and Oil Show would give post an opportunity to meet with many of these firms. Embassy Ashgabat's fourth goal in its 2009 MSP is to "Promote Economic Reform," including to "promote access to market and business information, knowledge, and skills for Turkmenistan's entrepreneurs, farmers and the younger generation. An emphasis will be placed on exports of agricultural and petroleum products, and mission will continue to place a strong emphasis on micro and small business development as engines of growth, employment, and poverty reduction." Facilitating the opening of offices of U.S. firms in Turkmenistan clearly supports this goal, by creating jobs and bringing U.S. business practices and knowledge to the country. The 2009 MSP's fifth goal is "Regional Integration and Energy, including "increase (of) economic development and expand economic opportunity." The project proposal also supports this goal. Stuart Schaag, Senior Commercial Officer in Almaty, suggested that we participate in the Atyrau Oil and Gas Show for the purpose of liaising with U.S. firms.

¶2. Planning milestones

February 15 - Ask Show organizers if they are interested in a presentation from U.S. Embassy Ashgabat.

March 10 - Make travel arrangements via Travel office in U.S. Embassy Ashgabat.

March 17 - Foreign Commercial Office in Almaty will start outreach to firms in Atyrau region via Commerce database and American Chamber of Commerce.

¶3. Estimated costs

Airfare (\$1,220.00 each) -- \$2440.00

Per diem for Atyrau (\$215.00 = \$140.00 lodging + \$75.00 M&IE for at least two nights for two people) -- \$860.00

Kazakh visa (\$65.00 each) -- \$130.00

Health Insurance for FSNs (\$20.00 each) -- \$20.00

Hiring a local driver to circulate between exhibition, conference (\$15.00/hr for total of 12 hours, plus \$60 for airport pickup/drop off) -- \$180.00 + \$120.00 -- \$300.00

Total: \$3,750.00

¶4. Point of contacts are: Kristine Marsh (marshka@state.gov) and Murad Ovez-Mamedov (ovezmamedovm@state.gov).

¶5. Has post reviewed possibilities for leveraging funding from other State bureaus and/or agencies? Yes.

¶16. Does the project have outcome/success criteria? Yes. Over the next year, we will follow how many of these companies open branch offices in Turkmenistan. An increase in U.S. participation in the Turkmenistan International Oil and Gas Exhibition (TIOGE) would also point towards success. In addition, we aim to increase knowledge of services provided by U.S. Embassy Ashgabat.

¶17. Does the project have a follow-up strategy? Yes. Following the show, we will contact the companies we met with to follow their progress before opening up offices in Turkmenistan, and track how many U.S. firms participate in TIOGE.

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